



Software Products and Associated Services

Pro5 USER GUIDE ISSUE NO.4

Contract Period: 3 years – 1st April 2012 to 31st March 2015 (option to extend to 31st March 2016)

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LEAD AUTHORITY CONTACT DETAILS

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***Please NOTE! Our telephone numbers will be changing later in the year.**

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Commercial Services
Kent County Supplies
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Kent
ME19 4QG**

**Original OJEU contract ref: 2011/s 151-251029
OJEU Award Notice ref: 2012/S 67-108816**

Section One - Scope and Context

In accordance with best procurement practice, EU & UK Procurement Directives & Regulations Kent County Council, Commercial Services (the Contracting Authority), on behalf of PRO5 Group has created an accessible Framework Agreement (the Agreement) for the supply and delivery of **Software Products and Associated Services**.

The Framework period is 36 months – 1st April 2012 to 31st March 2015 with the option to extend for 12 months to 31st March 2016.

PRO5 comprises of four of the largest public sector professional buying organisations in the UK with a combined purchasing power in excess of £2 billion per annum. The PRO5 organisations are representative of in excess of 200 local authorities and funded organisations. Working together the PRO5 group use their extensive buying power to help local authorities in England and Wales:

- get the best value solutions in key markets on commonly purchased goods and services
- deliver savings which contribute to local efficiency targets
- save time, effort and costs by accessing pre-negotiated compliant procurement arrangements

The Pro5 Group consists of the following:

- Central Buying Consortium (CBC)
- Eastern Shires Purchasing Organisation (ESPO)
- North Eastern Purchasing Organisation (NEPO)
- Yorkshire Purchasing Organisation (YPO)

The framework is accessible to all members, affiliates and associates of the PRO5 Group, Regional Improvement and Efficiency Partnerships (RIEP), the Police Service, the Fire Service, the NHS & NHS Trusts, third sector organisations, academic centres, publicly funded organisations and publicly owned private companies, operating within the geographic boundaries of the United Kingdom and Northern Ireland. Access to this Agreement shall be subject to the agreement of the Pro5 Group Member.

For information, a complete list of the current PRO5 membership and links to those bodies who are permitted access to the Agreement can be found at: www.espo.org/ojeu-framework-permissible-users

If you are unsure about your eligibility to access the contract please contact the lead authority, Kent County Council (Contact details on page 2), who can advise you.

Section 2 – Using the Framework

Benefits of using the Framework

- Clients can re-open competition within the framework, removing the need for clients to conduct a full tender exercise or lengthy supplier evaluation each time they have a Software or Associated Service requirement, saving time and costs associated with procurement exercises
- This framework is fully compliant with the Public Contracts Regulations 2006
- Terms & Conditions are established to underpin the Framework (see section 5)
- The Framework will be managed and monitored by Commercial Services(acting for Kent County Council) on behalf of our clients and your views and requirements will be taken into account when reviewing and developing the contract
- The Framework has been established with tendered ‘uplift’ percentage on cost price (Supplier’s basic cost plus percentage mark-up) for each organisation.

The framework has been divided and awarded as 4 (four) individual lots:

LOT 1 – Microsoft

Relates to products licensed and distributed by Microsoft or Microsoft approved resellers including, but not linked to, Select Agreements, Subscription Agreements and Enterprise License Agreements.

LOT 2 – Security

Relates to the supply of Security software, services and where appropriate, associated appliances which includes Corporate Firewall, Anti-Virus Protection, Data Encryption, Vulnerability Scanning, Email Spam Filtering, Log Consolidation, Network Packet Analysis, Intrusion Detection, Active Directory Reporting, Alert Automation, Patch Management and Database Security Evaluation Tools.

LOT 3 – Commercial off the Shelf (COTS)

Commercial Off the Shelf (COTS) is software of a standard product, not developed by a Supplier for a particular application. Types of Software include, GIS, Graphics, Web Design, Desktop Publishing & Photo Editing Tools, Reporting Tools, Terminal Services, Virtualisation Software (server & desktop) Software Tools for Flexible Working, Alternative Operating Systems, Alternative Desktop Productivity Suites and CAD Software.

LOT 4 - Educational Software

Educational software is intended to support the educational curriculum that will be used in Early Years, Primary, Secondary, Higher Education, Further Education & SEN environments.

To meet the needs of our Education customers it is a requirement that all tenderers are able to provide a fully functional online catalogue showing the full product range

Awarded Suppliers:

The following table sets out the suppliers in each lot appointed to the framework.

Suppliers	Lot 1 - Microsoft	Lot 2 - Security	Lot 3 - COTS	Lot 4 – Education
2 Simple Software	X	X	X	✓
Academia Ltd	X	✓	X	✓
Bytes Software Services	✓	✓	✓	X
Caretower Ltd	X	✓	X	X
Civica Ltd	✓	X	X	X
Insight Direct Ltd	✓	✓	✓	X
Phoenix Software Ltd	✓	✓	✓	✓
SCC	X	X	✓	X
Softcat	✓	✓	✓	X
Software Box	✓	✓	✓	✓
Viglen	X	X	X	✓
Whizz Education	X	X	X	✓

Using the Framework

Users can use the Framework in two ways, either to call off from the Framework on the basis of tendered cost methodology or to re-open competition by way of a mini competition

Calling off from the Contract

The Framework has been established with tendered ‘uplift’ percentage on cost price (Supplier’s basic cost plus percentage mark-up) for each organisation. These prices will be applicable to any work commissioned under the Framework, and in calling off from the Framework, users simply need to contact the supplier they identify as providing best value for money for the products or services they require. Users will need to advise the supplier (ideally by way of a project brief) of the products/services they require, and the timescale within which they want the products/services delivered.

Users should be aware that the base cost price the supplier uplifts from can vary and therefore the lowest Uplift figure may not necessarily equate to best value

Conducting Mini-Competitions

In order to adhere to The Public Contracts Regulations 2006 users are requested to follow the steps outlined below when wishing to place orders under this Agreement

1. The user must invite all suppliers who are a party to the Framework and who are capable of delivering the customer’s particular requirement within the relevant lot. For example, if the user wished to procure a Microsoft licence, they would need to invite all awarded suppliers within Lot1 of the Framework to participate.
2. Users must ensure they quote ref: **Pro5 Agreement Y10178** on all requests
3. The user shall formulate a project brief containing full details of the requirement. This should include as a minimum a set of outcomes the supplier is expected to deliver, and the timescale within which they are required to deliver the products/services.

4. The user shall send the brief to all suppliers within the Lot (either in writing or via email) inviting them to submit a tender, setting a time limit for the submission of written responses. Tender submissions must be submitted to a named and secure point and shall remain unopened until the closing date and time stated in the supplier brief has elapsed.
5. If the user can determine a commonly purchased basket of goods within a specific Lot it is possible to perform a mini competition that would cover a defined period of time ie quarterly/6 monthly or call-off quantity negating the requirement to mini competition on a more frequent basis. This must be communicated to all the tenderers at the beginning of the process.
6. The written responses should be kept confidential until the tender return deadline has passed.
7. The tender submitted shall be evaluated using all or part of the evaluation criteria set out during the initial tender process (listed below). The client may choose which of the head criteria they wish to use and may include their own sub criteria to provide more specific detail and set the weightings to reflect the needs of the mini-competition. The assessment criteria, along with details of the methodology the client is proposing to adopt during evaluation, **must** be communicated to all tenderers invited to compete at the initial brief stage and must not substantially change the specification laid out in the original tender. The requirement will be awarded on the basis of Most Economically Advantageous Tender

Assessment Criteria
Value for Money
Quality of Goods/Service
Pricing

Monitoring the Framework

As this is a Framework, Commercial Services (on behalf of Kent County Council) will not be involved in the day to day management of the suppliers and the products or services they provide. Commercial Services (on behalf of KCC) will however be closely monitoring the progress and performance of the Framework throughout its duration. In order to do this effectively it is a requirement of Commercial Services (on behalf of KCC) that users return a copy of the Monitoring form in Section 4 for **each** order placed as a result of a mini tendering exercise.

SECTION 3 – SUPPLIER CONTACT DETAILS

2SIMPLE SOFTWARE

Enterprise House
2 The Crest
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AWARDED

LOT 4 - EDUCATION

Tel: 0208 203 1781
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CONTACT:

Novah Francis – Internal Account Manager
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WEBSITE:

www.2simple.com

Software by Sector		Uplift %	Vendors
Early Years	✓	10-50% (dependent on volume)	2Simple Software
Primary	✓	10-50% (dependent on volume)	2Simple Software
Secondary	✗		N/A
HE/FE	✗		N/A
SEN	✓	10-50% (dependent on volume)	2Simple Software
Home Learning	✓	10-50% (dependent on volume)	2Simple Software

ACADEMIA LTD

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Innova Park,
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EN3 7XH

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AWARDED

LOT 2 – SECURITY
LOT 4 - EDUCATION

WEBSITE: www.academia.co.uk

LOT 2 - SECURITY

Type of Software	Uplift %	Vendors
Corporate Firewall	2.75%	Astaro, Sonicwall, Fortinet, Sophos
Anti-virus Protection	2.1%	Sophos, Kaspersky, Vipre, BitDefender, Symantec, McAfee
Data Encryption	2.75%	Sophos, Deepnet, Safenet, Symantec, Credant
Vulnerability Scanning	2.5%	GFI, Ncircle, TrustGuard, Secunia, Trustwave
Email Spam Filtering	3%	Bloxx, Sophos, Astaro, GFI, Barracuda, M86
Log Consolidation	2%	EventSentry, GFI, WhatsUpGold, LogLogic
Network Packet Analysis	3%	Network Instruments, Splunk, Solarwinds
Intrusion detection	2.9%	Astaro, Sophos, Sonicwall, Fortinet
Active Directory Reporting	3.3%	LDAPSoft, BeyondTrust, ArcSight, LogLogic
Alert Automation	3%	SolarWinds
Patch Management	3.5%	BeyondTrust, Symantec
Database Security Evaluation Tools	3%	SolarWinds

LOT 4 – EDUCATION

Software by Sector	Uplift %	Vendors
Early Years	✓	3.75% Crick Software, Neptune Computer Technology, Languagenut, Lego Education, Lightbox Education Logotron
Primary	✓	3.75% Adobe, Corel, Kidspiration, Living Books Series, Sherston, TAG Learning, Magix, Darfire Education
Secondary	✓	3.75% Adobe, Corel, Microsoft, Netop, Symantec, Sophos, Websense, Apple, Serif, Sibelius, Inspiration, Nero, Google
HE/FE	✓	3.75% Autodesk, Adobe, Apple, Corel, MindJet, Avid, Sophos, Symantec, Kaspersky, Abelton, Faronics, WebSense, Filemaker, Nuance, Techsmith
SEN	✓	3.75% Nuance, Texthelp, Zoomtext, JAWS, Claro, Don Johnston, Widget
Home Learning	✓	3.75% Articulate, Adobe Connect, Aspex Software

BYTES SOFTWARE SERVICES

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Surrey
KT17 1TS

CONTACT:

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Email: Christopher.kirk@bytes.co.uk



AWARDED

LOT 1 – MICROSOFT
LOT2 – SECURITY
LOT 3 - COTS

WEBSITE:

www.bytes.co.uk

LOT 1 – MICROSOFT

Type of Software	Uplift %
Microsoft – Education	0%
Microsoft – Corporate	0%

LOT 2 – SECURITY

Type of Software	Uplift %	Vendors
Corporate Firewall	0.5%	Astaro, Sonicwall, Fortinet, Sophos
Anti-virus Protection	Variable	Sophos, Kaspersky, Vipre, BitDefender, Symantec, McAfee
Data Encryption	Variable	Sophos, Deepnet, Safenet, Symantec, Credant
Vulnerability Scanning	Variable	GFI, Ncircle, TrustGuard, Secunia, Trustwave
Email Spam Filtering	Variable	Bloxx, Sophos, Astaro, GFI, Barracuda, M86
Log Consolidation	Variable	EventSentry, GFI, WhatsUpGold, LogLogic
Network Packet Analysis	Variable	Network Instruments, Splunk, Solarwinds
Intrusion detection	Variable	Astaro, Sophos, Sonicwall, Fortinet
Active Directory Reporting	Variable	LDAPSoft, BeyondTrust, ArcSight, LogLogic
Alert Automation	Variable	SolarWinds
Patch Management	Variable	BeyondTrust, Symantec
Database Security Evaluation Tools	Variable	SolarWinds

LOT 3 – COTS

Type of Software	Uplift %	Vendors
GIS	Variable	Pitney Bowes, Microsoft, SAP Crystal Solutions
Graphics	Variable	Autodesk Corel Adobe Microsoft Quark
Web Design	Variable	Autodesk Corel Adobe Microsoft Quark
Desk Publishing and Photo editing tools	Variable	Autodesk Corel Adobe Microsoft Quark
Reporting tools	Variable	Acronis AppSense CA HP LANDesk NetApp Novell Quest RES SAP Crystal Solutions Snow Tricerat Veeam Microsoft Oracle
Terminal Services	Variable	AppSense Citrix Quest RES Microsoft Tricerat
Virtualisation Software (Server)	Variable	Acronis AppDNA Appsense CA Doubletake HP LANDesk NetApp Novell Quest RedHat RES Symantec Tricerat Veeam VisionApp VMWare Microsoft Citrix

BYTES SOFTWARE SERVICES Cont...

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LOT 1 – MICROSOFT
LOT2 – SECURITY
LOT 3 - COTS

WEBSITE:

www.bytes.co.uk

LOT 3 – COTS Continued

Type of Software	Uplift %	Vendors
Virtualisation Software (Desktop)	Variable	Acronis AppSense CA Doubletake HP LANDesk NetApp Novell Quest RedHat RES Tricerat Veeam VisionApp VMWare Microsoft Citrix
Software Tools in support of flexible working	Variable	Acronis AppSense CA Doubletake HP LANDesk NetApp Quest RES Snow Novell Citrix VMWare Good Technology Microsoft Tricerat
Application provisioning and performance tools	Variable	AppDNA AppSense HP NetApp Quest Novell RES Snow Tricerat VMWare Microsoft Citrix
Alternative operating systems	Variable	Novell RedHat
Alternative Desktop productivity suite	Variable	Ability IBM Novell
CAD software	Variable	Autodesk Corel

Due to multiple vendors the uplift can vary between them, please contact the supplier for further details

CARETOWER LTD

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 London
 N11 2NW

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Fax: 020 8372 1001



CARETOWER
 I.T. Security Specialists
 Eliminating Risks

AWARDED

LOT2 – SECURITY

CONTACT:

Bruce Strickland - External Account Manager

Tel: 020 8372 9263

Email: pro5@caretower.com

WEBSITE:

www.caretower.com

LOT 2 – SECURITY

Type of Software	Uplift %	Vendors
Corporate Firewall	1.25%	Check Point, McAfee, Sophos, Juniper, SonicWall, Fortinet, WatchGuard, Celestix, Cyberoam, Astaro
Anti-virus Protection	1.25%	McAfee, Sophos, Trend Micro, Symantec, AVG, Kaspersky, Avira, ESET, Microsoft, M86
Data Encryption	1.25%	McAfee, Sophos, 2e2, Check Point, Ironkey, Symantec, Bcrypt, Trend Micro, M86
Vulnerability Scanning	1.25%	McAfee, Qualys, CNS, M86
Email Spam Filtering	1.25%	McAfee, Symantec, Barracuda Networks, Omnidata, Trend Micro, Sophos, Kaspersky, ClearSwift, M86, AVG, Websense, Bloxx, ESET
Log Consolidation	1.25%	LogRhythm, LogLogic, CNS, Arcsight, McAfee
Network Packet Analysis	1.25%	McAfee, Lanscope, LogRhythm, Symantec, LogLogic, Arcsight
Intrusion detection	1.25%	McAfee, Trend Micro, Sophos, Symantec, Check Point, Kaspersky, Sourcefire
Active Directory Reporting	1.25%	LogRhythm, LogLogic, CNS, Arcsight
Alert Automation	1.25%	McAfee, LogRhythm, LogLogic, Arcsight, Symantec
Patch Management	1.25%	Symantec, Lumension, Microsoft, Sophos
Database Security Evaluation Tools	1.25%	McAfee, Trend Micro, Symantec, LogRhythm, LogLogic, Microsoft, Arcsight

CIVICA LTD

2 Burston Road,
London
SW15 6AR

CONTACT:

Thoraya El Khawad

Tel: 020 7760 2873

Email: tenders@civica.co.uk



AWARDED

LOT 1 – MICROSOFT

WEBSITE:

www.civica.co.uk

LOT 1 – MICROSOFT

Type of Software	Uplift %
Microsoft – Education	1%
Microsoft – Corporate	1%

INSIGHT DIRECT LTD

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UB8 1PH

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Fax 0114 219 5301

CONTACT:

Roger Talbot

Tel: 0844 6925301

Email: roger.talbot@uk.insight.com



AWARDED

LOT 1 – MICROSOFT
LOT2 – SECURITY
LOT 3 - COTS

WEBSITE:

<http://uk.insight.com>

LOT 1 – MICROSOFT

Type of Software	Uplift %
Microsoft – Education	0%
Microsoft – Corporate	0%

LOT 2 – SECURITY

Type of Software	Uplift %	Vendors
Corporate Firewall	1%	cisco, symantec, McAfee, Checkpoint, sonicwall, watchguard, draytek, juniper, netgear, fortinet, HP, Microsoft, eset, bluecoat, websense
Anti-virus Protection	1%	Symantec, McAfee, Sophos, Panda, Eset, Trend, AVG, Kaspersky, Bitdefender, F-secure, webroot, GFI , checkpoint, bluecoat, websense
Data Encryption	1%	Symantec, McAfee, Sophos, Checkpoint, Becrypt, RSA, entrust
Vulnerability Scanning	1%	gfi, HP, Qualys, McAfee, Webroot, IBM
Email Spam Filtering	1%	Symantec, McAfee, Sophos, Panda, Eset, Trend, AVG, Kaspersky, Bitdefender, Microsoft, webroot
Log Consolidation	1%	solarwinds, IBM, Novell, Whatssupgold, Symantec
Network Packet Analysis	1%	Whatsupgold, Fluke
Intrusion detection	1%	symantec, gfi, cisco, Juniper, checkpoint
Active Directory Reporting	1%	Quest, netiq, scriptlogic
Alert Automation	1%	IBM, solarwinds, HP
Patch Management	1%	numara, lumension, shavlik, symantec, gfi, microsoft, novell, landesk, IBM, HP, Scalable
Database Security Evaluation Tools	1%	IBM, CA

*Juniper & Cisco 1.5% uplift

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LOT 1 – MICROSOFT
LOT2 – SECURITY
LOT 3 - COTS

LOT 3 – COTS

Type of Software	Uplift %	Vendors
GIS	1%	esri
Graphics	1%	Adobe, Corel, Serif, HP, Microsoft, Pantone, Markzware
Web Design	1%	Adobe, Corel, Serif, Microsoft, Avanquest
Desk Publishing and Photo editing tools	1%	Adobe, Corel, Serif, Microsoft, Nuance, Apple, Imsi, Pinnacle, Quark, Extensis
Reporting tools	1%	Crystal (SAP), IBM, Oracle, SAS
Terminal Services	1%	Citrix, Microsoft, Tricerat, Thinprint, 2X, Sothin, Symantec
Virtualisation Software (Server)	1%	Microsoft, Vmware, Veeam, IBM, HP, Oracle, Novell, Solarwinds, Checkpoint, Quest
Virtualisation Software (Desktop)	1%	Citrix, Microsoft, Symantec, Vmware, Trendmicro, Parallels, acronis, symantec, IBM, Quest, Novell
Software Tools in support of flexible working	1%	Citrix, Microsoft, Vmware
Application provisioning and performance tools	1%	Citrix, IBM, Microsoft, Checkpoint, EMC, Quest, Oracle, HP, Symantec
Alternative operating systems	1%	Apple, Google, Novell, Red Hat, Suse
Alternative Desktop productivity suite	1%	IBM, Google, oracle
CAD software	1%	Autodesk, turbocad, solidworks

*Microsoft is 0% uplift

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 York Road
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 Yorkshire
 YO42 1NS

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CONTACT:

Michelle Costello

Tel: 0845 2651301

**AWARDED**

LOT 1 – MICROSOFT
 LOT2 – SECURITY
 LOT 3 – COTS
 LOT 4 - EDUCATION

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Email: michelle-costello@phoenixs.co.uk

LOT 1 – MICROSOFT

Type of Software	Uplift %
Microsoft – Education	1%
Microsoft – Corporate	1%

LOT 2 – SECURITY

Type of Software	Uplift %	Vendors
Corporate Firewall	1%	Astaro, Barracuda, Bluecoat, Bullguard, Celestix, Checkpoint, Cisco, Crossbeam, F5, F-Secure, Fortinet, Juniper, McAfee, Microsoft, Palo Alto, Smoothwall, Sonicwall, Sophos, Symantec, Watchguard
Anti-virus Protection	1%	Avast, AVG, Avira, Bitdefender, CA, Escan, ESET, F-Prot, F-Secure, Faronics, GFI, Gdata, Intego, Kaspersky, McAfee, Microsoft, Norton, Panda, Safenet, Sophos, Sunbelt, Symantec, Trend,
Data Encryption	1%	Bcrypt, Celestix, Check Point, Credant, Cypherix, Cryptozone, DesLock, Egress, Entrust, Jetico, Lumension, McAfee, Microsoft, PGP, Pkware, Proofpoint, Safend, Safenet, Sophos, SSL Post, Symantec, Truecrypt, Winmagic,
Vulnerability Scanning	1%	Acunetix, Eeye, GFI, HP, Imperva, Lumension, ManageEngine, McAfee, Ncircle, Randomstorm, SecPoint, Tenable
Email Spam Filtering	1%	Astaro, Barracuda, Bloxx, Check Point, Clearswift, DataEnter, F-Secure, Fireeye, Fortinet, GFI, Kaspersky, M86, McAfee, MessageLabs, Microsoft, MXPolice, MXSweep, Sonicwall, Sophos, Symantec, Trend, Watchguard, Webroot, Websense
Log Consolidation	1%	Arcsight, Astaro, CA, Cornerbowl, EventSentry, EventTracker, GFI, IBM, Immune Security, IPSentry, Ipswitch, LogLogic, LogRhythm, ManageEngine, Netforensics, NetIQ, Netwrix, Nitro Security, Novell, PowerAdmin, Novell, PowerAdmin, Quest, Splunk, Sophos, Tripwire, Xpolog
Network Packet Analysis	1%	Arcsight, GFI, IPHost, IPSentry, Ipswitch, ManageEngine, Network Instruments, Nimsoft, Riverbed, Solarwinds, Spectorsoft, Wildpackets
Intrusion detection	1%	Acunetix, Authenware, CA, Corero, Cisco, GFI, HP, IPSentry, Intrusion, Juniper, Lumension, ManageEngine, Microsoft, Net Clarity, Nitro Security, Q1 Labs, Red Seal, Soleranetworks, Spectorsoft, Stillsecure, Symantec

PHOENIX SOFTWARE LTD

Continued



Phoenix Software
licensing asset management it services

LOT 2 – SECURITY cont...

Type of Software	Uplift %	Vendors
Active Directory Reporting	1%	Blackbird, Centrify, GFI, IBM, ManageEngine, Microsoft, NetIQ, Netwrix, Quest, VisualClick,
Alert Automation	1%	CA, GFI, HP, Hyperic (VMware), IBM , Ipswitch, ManageEngine, Microsoft, NetIQ, Solarwinds,
Patch Management	1%	1e, Frontrange, GFI, HP, IBM, Kaseya, LANDesk, Lumension, ManageEngine, Microsoft, Novell, Numara, Quest, Solarwinds, Symantec,
Database Security Evaluation Tools	1%	Acunetix, Application Security Inc, Celestix, Fortinet, IBM, Imperva, McAfee, Netlib, Nitro Security, Oracle, Safenet, Symantec

LOT 3 – COTS

Type of Software	Uplift %	Vendors
GIS	1%	Autodesk, Bentley, eSpatial, ESRI, Google, Geoplan, Grass, ILWIS, Kalypso, Map Mechanics, Memory Map, Microsoft, Oracle, Pitney Bowes, Quantum, Star APIC, Tableau, Terraview
Graphics	1%	Adobe, Apple, Autodesk, Avid, Corel, Gimp, Inkscape, Microsoft, Mindgenius, Mindjet, NCH Software, Smartdraw, Serif, Techsmith, Xara,
Web Design	1%	Adobe, Avanquest, Evrsoft, IDM, Katelia, Microsoft, Real Mac Software, Serif, Softpress, Xara, XsitePro
Desk Publishing and Photo editing tools	1%	ACD Systems, Adobe, ArcSoft, Autodesk, Avanquest, Avid, Corel, Microsoft, Quark, Scribus, Serif, Techsmith, Xara
Reporting tools	1%	Business Objects, CA, Datawatch, Filemaker, Flexera, IBM, Logixml, Microsoft, Oracle, Qlikview, QSR, SAP, Tableau, Zoho
Terminal Services	1%	2X, Appsense, AquaConnect, Attachmate, Century Software, Citrix, Elusiva, Igel, Microsoft, Net Leverage, NoMachine, Oracle SDG, Propalms, Quest, Rocket, Thinstuff, Thinprint, Tricerat, Uniprint, Wyse,
Virtualisation Software (Server)	1%	Citrix, Microsoft, Oracle, Parallels, Red Hat, VMware
Virtualisation Software (Desktop)	1%	Appense, Centrix, Citrix, DevonIT, LiquidwareLabs, Microsoft, Miniframe, Moka5, Ncomputing, NoMachine, NoMachine, Oracle, Parallels, Quest, Res, Symantec, Teradici, Thinprint, Tricerat, Unidesk, Uniprint, Virtual Computer, VMware, Wanova,
Software Tools in support of flexible working	1%	ActivIdentity, Adobe, Bcrypt, Celestix, Cisco Webex, Citrix, Cryptocard, Entrust, Logmein, Microsoft, RSA, Safenet, Signify, Secure Envoy, SecureVAD, SMSPasscode, Swivel, Symantec, Vasco, VMware,
Application provisioning and performance tools	1%	Akamai, Barracuda, Bluecoat, CA, Cereon, Cisco, Citrix, Compuware, Exinda, IBM, Manage Engine, Microsoft, NetIQ, Netscout, Op5, OpNet, Oracle, Quest, Radware, Riverbed, Solarwinds, Symantec, VMware, Wildpackets
Alternative operating systems	1%	Apple, Fedora, Google, HP UX, IBM AIX, Mandriva, Novell, OpenSUSE, Oracle, Red Hat, Ubuntu
Alternative Desktop productivity suite	1%	Apple, Google, IBM, Microsoft Office365, OpenOffice, VMware Zimbra, Zoho
CAD software	1%	Abvent, AceCAD, Autodesk, CADLogic, Corel, Smartdraw, Solidworks, TurboCAD, Vectorworks,

SCC (SPECIALIST COMPUTER CENTRES)

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AWARDED

LOT 3 - COTS

CONTACT:

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Email: mandeep.singh@scc.com

WEBSITE:

www.scc.com

LOT 3 – COTS

Type of Software	Uplift %	Vendors
GIS	1.95%	N/A
Graphics	1.95%	N/A
Web Design	1.95%	N/A
Desk Publishing and Photo editing tools	1.95%	N/A
Reporting tools	1.95%	N/A
Terminal Services	1.95%	Microsoft Server
Virtualisation Software (Server)	1.95%	VMware Vphere, Microsoft Server, Sun/Oracle
Virtualisation Software (Desktop)	1.95%	VMWare View, Microsoft VDI, V-Alliance, Citrix, Quest, Sun/Oracle
Software Tools in support of flexible working	1.95%	Appsense, Symantec Workspace, Cisco, McAfee, Quest, Good Technologies
Application provisioning and performance tools	1.95%	IBM Tivoli
Alternative operating systems	1.95%	Apple
Alternative Desktop productivity suite	1.95%	MS 365, google Apps, IBM Lotus
CAD software	1.95%	N/A

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AWARDED

LOT 1 – MICROSOFT
LOT2 – SECURITY
LOT 3 - COTS

WEBSITE: www.softcat.com

LOT 1 – MICROSOFT

Type of Software	Uplift %
Microsoft – Education	0%
Microsoft – Corporate	0%

LOT 2 – SECURITY

Type of Software	Uplift %	Vendors
Corporate Firewall	0%	CheckPoint, Palo Alto, Watchguard, Fortinet, Juniper, Cisco, Sonicwall, Sophos
Anti-virus Protection	0%	Sophos, McAfee, Symantec, Trend, Kaspersky, ESET, Microsoft
Data Encryption	0%	Celestix, CheckPoint, Sophos, McAfee, Credant, Symantec, Safend, GOOD, Lumension
Vulnerability Scanning	0%	RandomStorm, Pentest Partners, McAfee, Tripwire,
Email Spam Filtering	0%	Sophos, Ironport, Websense, Watchguard, Clearswift, Barracuda, M86, MessageLabs, Mimecast, Symantec
Log Consolidation	0%	LogRhythm, Arcsight, RSA, Symantec, Quest, Tripwire,
Network Packet Analysis	0%	Blue Coat, Riverbed (CACE) RSA (NetWitness)
Intrusion detection	0%	CheckPoint, Palo Alto, Fortinet, Juniper, Cisco, TippingPoint, Watchguard, Sophos, Tripwire
Active Directory Reporting	0%	Quest, Tripwire
Alert Automation	0%	Tripwire
Patch Management	0%	Symantec (Altiris), Lumension, Microsoft
Database Security Evaluation Tools	0%	RandomStorm, Pentest Partners, Tripwire

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Continued



LOT 3 – COTS

Type of Software	Uplift %	Vendors
GIS	0%	Pitney Bowes (Mapinfo), ArcGIS, Tableau
Graphics	0%	Adobe, Corel, Serif, Xara, Smartdraw
Web Design	0%	Adobe, Corel, Serif, Smartdraw
Desk Publishing and Photo editing tools	0%	Adobe, Corel, Serif, Techsmith
Reporting tools	0%	Business Objects, Crystal Reports, Microsoft, Quest
Terminal Services	0%	Citrix, Microsoft, VMware,
Virtualisation Software (Server)	0%	Citrix, Microsoft, VMware,
Virtualisation Software (Desktop)	0%	Citrix, Microsoft, VMware,
Software Tools in support of flexible working	0%	Citrix, Microsoft, VMware,
Application provisioning and performance tools	0%	Citrix, Microsoft, VMware, IBM Tivoli
Alternative operating systems	0%	RedHat (Linux), Novell SuSe Linux, Apple
Alternative Desktop productivity suite	0%	IBM, Corel
CAD software	0%	Autodesk

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AWARDED

LOT 1 – MICROSOFT
LOT2 – SECURITY
LOT 3 – COTS
LOT 4 - EDUCATION

LOT 1 – MICROSOFT

Type of Software	Uplift %
Microsoft – Education	0.1%
Microsoft – Corporate	0.1%

LOT 2 – SECURITY

Type of Software	Uplift %	Vendors
Corporate Firewall	Variable	Symantec, Sophos, McAfee, Check Point, ESET, Microsoft, Kaspersky, Fortinet, Imperva, Cyberoam, Stonesoft, Trend, Avast
Anti-virus Protection	Variable	Symantec, Sophos, McAfee, Fortinet, Microsoft, AVG, Kaspersky, Cyberoam, LANdesk, ESET, Kerio, Trend, eEye, Avanquest, norman, Avast, Panda
Data Encryption	Variable	Symantec, Sophos, McAfee, Becrypt, Check Point, Microsoft, Safenet, Cyberoam, Thales, Barron McCann, Safend, Egress, AEP Networks, trend, Norman
Vulnerability Scanning	Variable	Symantec, McAfee, Assuria, nCircle, GFI, Titania, Fortinet, Safend, LANdesk, Lumension, Trend, eEye, Manage Engine, Splunk
Email Spam Filtering	Variable	Symantec, Sophos, McAfee, Websense, Clearswift, Barracuda, Kaspersky, Fortinet, M86, Cyberoam, ESET, Kerio, Norman, Avast, Splunk, Panda
Log Consolidation	Variable	Fortinet, Ipswitch, LogRhythm, GFI, Quest, Assuria, LogLogic, RSA, Manage Engine, Splunk
Network Packet Analysis	Variable	Solarwinds, eEye, Niksun, Access Data, LogLogic, GFI, Opnet, Network Instruments, Manage Engine
Intrusion detection	Variable	Symantec, Sophos, McAfee, VMware, Sourcefire, Microsoft, Kaspersky, Cyberoam, Stonesoft, LANdesk, Trend, eEye, Splunk, Panda
Active Directory Reporting	Variable	Quest, Microsoft, Imperva, Attachmate, Manage Engine, Splunk
Alert Automation	Variable	Quest, LogRhythm, McAfee, GFI, Check Point, Assuria, Imperva, LogLogic, Lumension, Veeam, Microsoft, Splunk,
Patch Management	Variable	Symantec, McAfee, Dell, Quest, Lumension, GFI, Sophos, LANdesk, Microsoft, eEye, Manage Engine, Norman,
Database Security Evaluation Tools	Variable	McAfee, Fortinet, Imperva, Safenet, LogLogic, Opnet, Filemaker, Manage Engine

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Continued

LOT 3 – COTS

Type of Software	Uplift %	Vendors
GIS	Variable	Microsoft, Autodesk, Pitney Bowes
Graphics	Variable	Microsoft, Adobe, Corel, Avanquest, Quark
Web Design	Variable	Microsoft, Adobe, Corel, Avanquest, Quark
Desk Publishing and Photo editing tools	Variable	Microsoft, Adobe, Corel, apple, Avanquest, Quark
Reporting tools	Variable	SAP, SAS, CA, Microsoft, Filemaker, Veeam, LANdesk
Terminal Services	Variable	Opentext, Attachmate, HP (protect tools) Vmware, Quest, Citrix, Avanquest, Microsoft, Parallels
Virtualisation Software (Server)	Variable	Vmware, Microsoft, Citrix, Symantec, CA, Veeam
Virtualisation Software (Desktop)	Variable	Vmware, Quest, Citrix, Avanquest, LANdesk, Microsoft, Parallels
Software Tools in support of flexible working	Variable	LANdesk, becrypt, citrix, symantec, HP (protect tools) Egress, SMS Passcode, Kerio, Sophos, McAfee, Microsoft,Safenet, Cyberroam, Safend, Checkpoint, RSA, Apple
Application provisioning and performance tools	Variable	Vmware, Quest, Solarwinds, LANdesk, Microsoft, Citrix, Symantec
Alternative operating systems	Variable	Apple, Red hat, Google, BSD
Alternative Desktop productivity suite	Variable	Corel, OpenOffice, IBM, Thinkfree, Google, Zoho, Apple
CAD software	Variable	Microsoft, Adobe, Corel, Autodesk, Vectorworks, Avanquest

Due to multiple vendors the uplift can vary between them, please contact the supplier for further details

LOT 4 - EDUCATION

Software by Sector	Uplift %	Vendors
Early Years	✓ 0.4%	2 simple, 4Mation, Abbyy, Adobe, Avanquest, Censornet, Corel, Crick Software, Cubase, Design Science, Dial Solutions, Dolphin, Eco-Vision, Focus Educational, Ginger, Granada Learning, Gyration, Inclusive Technology, Jaws, Kudlian, Kurweil, Lego Education, Lightbox Education, Linqvo, Lynda, Made in Me, Mindjet, Movie Storm, Nero, Netop, Nuance, OUP, plasq, Q & D Multimedia, Quark, Reallusion, Roxio, Screen Learning, Sherston, Sibelius, Smartdraw, Softease, Sony, Supernova, Techsmith, The Big Bus, ToonBoom, Topologika, TTS, Widgit, Yellow Door, Zoomtext
Primary	✓ 0.4%	2 simple, 4Mation, Abbyy, Adobe, Aegom Interactive, Avanquest, Avid, Censornet, Corel, Creative Learning Tools, Crick Software, Cubase, Daydream Education, DCP, Design Science, Dial Solutions, Dolphin, Eco-Vision, Englishtype, ESP, Eye2Eye Britain, Filemaker, Focus Educational Software, Ginger, Granada Learning, Gyration, Immersive, Inclusive Technology, i-nfer Formative e-assessments, Jaws, Kudlian, Kurweil, Lightbox Education, Linqvo, Logotron, Lynda, Made in Me, Media Spark, Mindjet, Movie Storm, Nero, Netop, Novastar, Nuance, Q & D Multimedia, Quark, Reallusion, Riverdeep, Roxio, ScienceScope, Sibelius, Smartdraw, Softease, Sony, Stripey Design, Supernova, TAG, Techsmith, The Big Bus, ToonBoom, Topologika, TTS, Valiant Technology, Video 2 Brain, White Space, Widgit, Yellow Door, Zoomtext

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Continued



LOT 4 – EDUCATION Cont

Software by Sector	Uplift %	Vendors
Secondary	✓	0.4% 2 simple, 3MRT, Abbyy, Adobe, Aegom Interactive, Artcoursework.com, Aspex, AU Enterprises, Avanquest, Avid, Boardworks, Cambridge Hitachi, Censornet, Chartwell Yorke, Classical Comics, Controller Games Ltd, Corel, Crick Software, Crocodile Clips, Cubase, Daydream Education, DCP, Daydream Education, DCP, Design Science, Dolphin, Englishtype, ESP, EuroTalk, Eye2Eye Britain, Filemaker, Fisher Marriott, Focus Educational Software, Focus Multimedia, Ginger, Gyration, Helicon Publishing, Hodder, Immersive, Jaws, Keep I. T. Easy, Kudlian, Kurweil, Learning Curve, Lightbox Education, Linqvo, Logotron, Media Spark, Mindjet, Movie Storm, MyWorks Assessments, Nero, Netop, Novastar, Nuance, plasq, Quark, Reallusion, Riverdeep, Roxio, Sherston, Sibelius, Smartdraw, Sony, Stagecast, Supernova, Techsmith, Texthelp, ToonBoom, Topologika, Vektor, Zoomtext,
HE/FE	✓	0.4% 2 simple, 4Mation, Abbyy, Adobe, Artcoursework.com, Avanquest, Avid, Censornet, Chartwell Yorke, Corel, Crick Software, Cubase, Design Science, Dolphin, Englishtype, Eye2Eye Britain, Filemaker, Ginger, Gyration, Hodder, Immersive, Jaws, Keep I. T. Easy, Kudlian, Kurweil, Lego Education, Linqvo, Logotron, Lynda, Media Spark, Mindjet, Movie Storm, Nero, Netop, Novastar, Nuance, plasq, Quark, Reallusion, Roxio, Sibelius, Smartdraw, Sony, Stagecast, Supernova, TAG, Techsmith, Texthelp, ToonBoom, Topologika, Vektor, Zoomtext
SEN	✓	0.4% 2 simple, Abbyy, Corel, Crick Software, Cubase, Curriculum software, Dolphin, Ginger, Granada Learning, Inclusive Technology, Jaws, Kudlian, Kurweil, Linqvo, Mindjet, Netop, Nuance, Resource, Screen Learning, Sherston, Sibelius, Smartdraw, Softease, Supernova, Techsmith, Topologika, Widgit, Zoomtext
Home Learning	✓	0.4% 2 simple, Abbyy, Adobe, Corel, Cubase, Design Science, Dolphin, Ginger, Jaws, Kudlian, Linqvo, Lynda.com, Media Spark, Mindjet, Movie Storm, Nero, Netop, Nuance, Quark, Reallusion, Roxio, Sherston, Sibelius, Smartdraw, Sony, Supernova, Techsmith, ToonBoom, Zoomtext

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Software by Sector		Uplift %	Vendors
Early Years	✓	2%	Sheerston, Black Cat, Semerc, Early Vision, Made in me, Inspiration Software, Eyepower Games, Oxford Reading Tree, Wolf Hill Software, Granada Learning, BBC Active, TAG Learning, Edalive, Mediaspark, Reallusion, Ransom, Crick, Indigo Learning, toplogika, Inclusive Technology, yellow Door, Avanquest
Primary	✓	2%	Sherston, Black Cat, Semerc, Early Vision, Made in Me, Inspiration Software, Eyepower Games, Oxford Reading Tree, Wolf Hill Software, Granada Learning, BBC Active, Tag Learning, Edalive, Red Pen Tool, Adobe, Avid, Filemaker, IMSI, Avanquest, Lynda.com, Mediaspark, Mindjet, Moviestorm, Nuance, Reallusion, Smith Micro, Bamzonia, Sony Creative Software, Corel, Techsmith, Smartdraw, Toon Boom, Total Training, Forensic Software, Ransom, Crick, Indigo Learning, Topologika, Inclusive Technology, Yellow Door
Secondary	✓	2%	Sherston, Black Cat, Semerc, Early Vision, Made in Me, Inspiration Software, Eyepower Games, Wolf Hill Software, Granada Learning, BBC Active, Tag Learning, Edalive, Red Pen Tool, Adobe, Avid, Filemaker, IMSI, Avanquest, Lynda.com, Mediaspark, Design Science, E-on Software, Filemaker, Final Draft, Mindjet, Moviestorm, Nuance, Quark, Reallusion, Smith Micro, Bamzonia, Sony Creative Software, Corel, Techsmith, Smartdraw, Toon Boom, Total Training, Forensic Software, Indigo Learning, Topologika
HE/FE	✓	2%	Adobe, avid, Edalive, Design Science, E-on Software, Filemaker, Final Draft, IMSI, Lynda.com, Mediaspark, Mindjet, Moviestorm, Nuance, Quark, Reallusion, Smith Micro, Avanquest, Bamzonia, Sony Creative Software, Corel, Smartdraw, Toon Boom, Total Training, Forensic Software, Indigo Learning
SEN	✓	2%	Sherston, Black Cat, Semerc, Early Vision, Made in Me, Inspiration Software, Eyepower Games, Oxford Reading Tree, Wolf Hill Software, Granada Learning, BBC Active, Tag Learning, Edalive, Mediaspark, Mindjet, Nuance, Reallusion, CRICK, Indigo Learning, Inclusive Technology, Reactive Colours, Sensory Software
Home Learning	✓	2%	Smith Micro, Bamzonia, Corel, Adobe, Forensic Software, CRICK, Indigo Learning, Topologika, Microsoft, Avanquest, Edalive, Sherston

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Software by Sector	Uplift %	Vendors
Early Years	✓	15% Whizz Education
Primary	✓	15% Whizz Education
Secondary	✓	15% Whizz Education
HE/FE	✗	
SEN	✗	
Home Learning	✗	

SECTION 4 – MONITORING FORM

SOFTWARE PRODUCTS & ASSOCIATED SERVICES MONITORING FORM	
Name and address of organisation purchasing products/services	
Name of awarded Supplier	
Date of purchase/contract	
Items purchased	
Total/estimated value of order/contract	£
Please give brief details of your experience using the framework agreement	

SECTION 5 – TERMS & CONDITIONS AND OJEU AWARD NOTICE

Terms and Conditions



OJEU Award Notice

